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An Interview with Manuel Gaetan on the Apparel Industry in the Caribbean Basin

The following is an interview with Manuel Gaetan, President and CEO of Bobbin Blenheim, Inc. Each month the CBI Business Bulletin *interviews public officials and corporate leaders to solicit their views on issues which affect the Caribbean Basin.*

Q: Will you explain to our readers what Bobbin International does? How long has it been in business? How many employees does it have?

I am going to spring a new name on you, namely, Blenheim Exhibitions Group PLC. That is the name of a European company headquartered in London that has acquired Bobbin International and Bobbin Media Corporation. Thus, the new names are Bobbin Blenheim and Bobbin Blenheim Media. Incidentally, Blenheim Exhibitions Group, PLC, is the largest independent trade show and conference group in Europe. There are two sides to our business: Bobbin Blenheim does our trade shows, such as the Bobbin Show and the Apparel Show of the Americas; and Bobbin Blenheim Media handles the rest of our communication business, which encompasses trade publications, journals, directories, textbooks, films, and videotapes; it is also our consulting group. These two enterprises employ approximately 50 individuals. Last year we celebrated our 30th annual Bobbin Show; our publication business started a year before, so we have been in the publication business for 31 years.

Q: Does Bobbin Blenheim provide the same services for U.S.-based apparel firms that it does for firms based in the Caribbean Basin?

Bobbin believes in target marketing, and obviously the services that it supplies for firms in the Caribbean Basin are different than those that it supplies elsewhere. For instance, we publish La Bobina, which is distributed throughout the Caribbean, Central America, Mexico, South America, and Spain. Not only is it written in Spanish, but the topics are focused towards Latin America, because the concerns in that area are slightly different than those in the United States. Let me give you an example: an apparel manufacturer in the United States will purchase sophisticated equipment on the basis of

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Attention Readers:

Register early for the 14th Annual Miami Conference on the Caribbean. This year's conference will be held on December 4-7, at Miami's Inter-Continental Hotel. For more information on early registration, contact Caribbean/ Central American Action at: (202) 466-7464, or Fax (202) 822-0075.

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Editor: Chris Gularte

labor cost reduction, while a manufacturer in the Caribbean will consider purchasing the same sophisticated equipment not for reduction of labor cost (which is considerably lower), but for the sake of reducing the training time and ensuring consistent quality workmanship.

Q: Does Bobbin Blenheim work with the U.S. Apparel Industry Council? Please describe your relationship.

Bobbin actively supports the efforts of the U.S. Apparel Industry Council. Last May, we ran a cover story on the activities of the Apparel Industry Council, and this year we will be holding general meetings in conjunction with the council the afternoon before the opening of the Apparel Show of the Americas.

Q: Many people feel that promotion of apparel items from the Caribbean Basin undermines the U.S. apparel industry. What is your response to this?

I don't believe that promoting apparel firms from the Caribbean Basin undermines the U.S. apparel industry. On the contrary, I feel it offers an excellent opportunity for the U.S. apparel industry to remain globally competitive. The apparel industry in the Caribbean should be looked upon as a benefit not as a threat. Let me explain. I am an engineer and think linearly. I try to reduce things to their simplest terms. I categorize imports into two camps: hostile imports and friendly imports. A hostile import is one that has no U.S. input and competes directly with similar U.S. apparel items. On the other hand, a friendly import is one that is either composed of American-made fabrics, or is an item that is used in a grouping of garments that a U.S. firm wishes to present to a retailer, but which must be produced offshore because it cannot be produced at a competitive price in the United States.

Q: In your view, how does the quality of apparel items from the Caribbean Basin compare with those made in Asia and the United States?

I have to go along with the conventional wisdom that apparel items from Asia, as a whole, have a quality superior to those from the Caribbean. I know that this is a broad general statement and that there are exceptions to this. Last December Bobbin sent a team of writers to several retail stores to compare the quality of the apparel products from different parts of the world. In terms of open seams, poor quality stitches, crooked stitching, etc., the superior quality products that were listed at both the popular price and higher price range were most often made in Asia.

Q: How does Harmonized System U.S. 9802.00.80.50 and 9802.00.80.10 (formerly 807 and 807A) make apparel products from the Caribbean Basin more accessible to the United States than similar items from Asia?

Under 807A, if you use American knit or woven fabric in the creation of the components that you send offshore to be assembled, the garments are subject to a higher preferential quota returning to the United States. In addition, these garments are only taxed on the value added, not the entire value of the good. Let's face it, there's not that much 807 being done in Asia, because the handling and shipping costs would be too high when you consider that the fabric has to be cut in the United States, shipped to Asia, and then shipped back to the United States.

Q: Besides the previously mentioned programs, what advantages does the Caribbean Basin region offer to U.S. apparel firms?

The Boston Consulting Group conducted a study--I think it was on behalf of the "Crafted with Pride in the U.S.A." Council--that showed the additional cost per dozen of sourcing in the Far East as compared with the United States. I have to believe that in between the additional cost of sourcing in the Far East and the United States is the cost of sourcing in the Caribbean. The cost of sourcing was so much greater in the Far East that the Caribbean Basin region, due to it's proximity and the "pull" retailing concept, makes the quick response programs work better close to home.

Q: What are some of the common problems that apparel firms experience in the Caribbean Basin?

The most prevalent problems that I hear about manufacturing in the Caribbean are weak infrastructure, excessive red tape (by the United States and the host country), and lack of trained middle-management. As additional countries sign the Tax Information Exchange Agreement and present projects to Puerto Rico under the 936 program, I believe that funds could be made available to improve infrastructure in those countries that want to attract apparel manufacturers.

Besides the typical tax incentives that many of the countries offer, the best incentive this region has to offer is proximity to market and low labor costs. Proximity to market is important. Although it can be argued that Turkey or Sri Lanka can send a 747 full of garments to New York in a matter of hours, the fact remains that no matter how good your packager is, there still has to be some type of management supervision requiring travel to these locations. You can do overnight trips to any place in the Caribbean a lot easier than you can to the Pacific Rim. Travel does not take a toll on garments, but it does on humans.

Q: What specific incentives do the countries of the Caribbean

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Basin offer to entice foreign firms to establish apparel operations in the Caribbean Basin? How do these incentives stack up with those offered by competing countries outside of the Caribbean Basin?

According to research done by Dr. Rob Rolfe, a certified public accountant and an accounting professor at the University of South Carolina, incentives are not very important. The study looked at five variables: wage rate, infrastructure, the dividend policy (whether it was restricted or not restricted), whether the country had a 15-year tax holiday or no tax holiday, and whether or not the country exempted components from import duties that are being imported for assembly. The study concludes that the most important factors were the level of wage, followed by infrastructure. Of very low value were tax holidays and tariff exemptions.

The study found that developing countries may be needlessly sacrificing tax revenue by exempting foreign investors from local taxation. Tax holidays and duty exemptions appear to have minimal effect on a country's attractiveness as a site for offshore manufacturing. Instead of competing with other nations to offer the most lucrative tax package, developing countries would be better advised to develop an infrastructure that can support the needs of investors. Therefore, rather than eliminating taxes, the study suggests that countries use these monies to beef up its infrastructure. One of the ways to do this is by developing the infrastructure for free trade zones.

Q: This month Bobbin Blenheim is hosting the Apparel Show of the Americas. Could you give our readers a brief description of the show?

The Apparel Show of the Americas follows our philosophy of target marketing. In essence we are asking the visitors from the Caribbean to bring three suitcases: one for the garments that they are going to wear, another for the garments that they are going to display, and the last one for cash to buy equipment that will be exhibited. To the participants from the United States, we are also asking that they bring three suitcases: one for the garments that they are going to wear, another one for the garments that they would like to have manufactured in the Caribbean, and the last one to carry cash for any equipment that they want to buy at the show. This, of course, is said with "tongue in cheek" but describes the activity that we are anticipating. Keep in mind that there are many countries that have taken large spaces at the show. They will not only be exhibiting to persuade participants to open factories in their countries, but will also bring apparel manufacturers from their countries to display the garments that they can manufacture for participants.

Q: How does this show differ from Bobbin Blenheim's annual show?

First, this show will be much smaller than our annual show. Sometimes people feel that the Bobbin Show is so big that it is intimidating. To date we have sold in excess of 42,000 square feet. We hope to reach the maximum of 50,000. Second, it will be held in Miami, Florida, the crossroad of industry and commerce for Latin America. Third, this show, unlike our annual show, will be geared towards firms that are not currently involved in 807 and 807A arrangements.

Q: Will the show have educational seminars, or is it designed strictly as a "matching event"?

The show will have seminars on such topics as twin-plant operations, U.S. policies and programs, how to use molecular application quick lines, how to become your own in-house consultant, total productivity and managing change, and how to decide when it's time to export. Half of these seminars will be presented in English, and the other half in Spanish.

The Apparel Show of the Americas will be held March 28-31, 1990, at the Miami Beach Convention Center. For more information on the show, contact: Bobbin Blenheim, Inc., P.O. Box 1986, 1110 Shop Road, Columbia, SC 20202. Tel: (800) 815-8820. Fax: (803) 799-1461. ❐

Emergency Aid Package to Panama Approved

On February 14, President Bush signed the Urgent Assistance for Democracy in Panama Act of 1990 (H.R. 3952). This is less than one month after President Bush announced his economic recovery plan for the country. The package, valued at over $1 billion, is designed to meet three objectives: humanitarian assistance, job creation and the strengthening of the private sector, and the development of a sustained economic recovery. The package includes:

•$400 million from the Export-Import Bank of the United States for short- and medium-term guarantees to finance the sale of U.S. products for the reconstruction of the Panamanian economy.

•$15 million in Trade Credit Insurance Program funds for the purchase of goods and $42 million in humanitarian assistance for housing and public works in the Chorillo area from the U. S. Agency for International Development (AID).

•$50 million worth of insurance and financing services from the Overseas Private Investment Corporation (OPIC) to encourage U.S. investment.

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•$15 million P.L. 480 Title 1 program along with a $15 million Commodity Credit Corporation program through the U.S. Department of Agriculture.

•The United States Trade Representative will: 1) restore Panama's suspended 1990 sugar quota and compensate the country for its foregone 1989 quota (estimated value of $28 million); 2) initiate educational programs on the trade benefits available to Panamanian companies under the Caribbean Basin Initiative and the General System of Preferences programs; and 3) remove the quota limits on the exportation of cotton pants to the United States.

•The Department of Transportation will provide technical assistance to the Government of Panama to facilitate air travel to and from the country.

•The Treasury Department will discuss the conclusion of a Tax Information Exchange Agreement with the Government of Panama that will allow Panama to become eligible for Section 936 funds and promote the tourist industry by permitting U.S. firms to deduct expenses from conventions held in Panama.

•The Department of Defense will promptly resume preferential buying of Panamanian goods and services by U.S. military authorities, the Panama Canal Commission, and all other U.S. entities in Panama as agreed to in the 1977 Panama Canal Treaty.

•The Commerce Department will schedule business development missions and trade fairs such as this March's Expocommer '90 in order to stimulate private-sector trade and investment.

•Allow Panamanian flag vessels full access to U.S. ports.

In addition to these steps, the United States, together with other donor countries and international institutions, will seek to raise an additional $500 million, which will be used to help the country normalize its relations with international financial institutions, for balance-of-payments support and business credit, for a public investment program, and for public sector restructuring and development. ❐

NEW SICE DATA BANK

The Foreign Trade Information Service of the Organization of American States has recently put 13 new data bases on-line for public and private sector use. Although the Foreign Trade Information Service, better known by its Spanish acronym SICE, has been offering similar services since late 1988, this is the first time such a comprehensive data bank has been made available to the general public.

The information available through the SICE data bank provides importers and exporters with a wealth of information. Below is a listing and brief description of the 13 data bases available to subscribers:

1) U.S. Harmonized Tariff Schedule, Annotated 1989

By typing in the name of an item, for example, snow peas, this base provides the official HS (Harmonized Tariff Schedule) Classification number, a brief description of the article, duty rates, and the applicable units of measure. The system will also indicate if the item is eligible for special tariff treatment programs such as the Caribbean Basin Initiative.

2) U.S. Imports for Consumption (Statistics)

This data base presents U.S. imports for consumption in three ways: current month imports for consumption, monthly year-to-date imports for consumption, and previous year imports for consumption. Each table then lists the tariff schedule commodity classification number, article description, units of measurement, country of origin, imported quantity, dollar value, c.i.f. value, customs value, actual duties paid, duty percentage rate, and aggregate amount for each column.

3) U.S. Exports (Statistics)

This data base lists U.S. export statistics either by current month exports or monthly year-to-date exports. The information provided by both of these formats includes the tariff schedule commodity classification number, article description, units of measurement, country of destination, exported quantity, f.a.s. value of exports by all means of transportation, vessel-weight, vessel-f.a.s. value, airfreight-weight, airfreight-f.a.s. value, and an aggregate amount for each column.

4) U.S. Directory of Importers

This directory allows users to obtain information on U.S. companies engaged in importing goods. By typing in a particular item such as snow peas, a user can bring up a list of U.S. importers of snow peas and under each firm's name will be listed the address, name of contact person, bank references, name of broker or agent, usual ports of entry, the HS commodity classification number, countries of origin, and registered trade names used by the company. This same information can be obtained by typing in a particular company or requesting a list of all firms importing from a particular country.

5) U.S. Directory of Exporters

Information in this data base can be accessed in the same manner as the U.S. directory of importers. The only difference in the information listed is that it shows ports and countries of destination.

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6) U.S. Import/ Export Maritime Bills of Lading

This data base allows one to access the information listed on all bills of lading This information includes the country of origin, the name of the exporter/shipper, arrival date, shipping line, port of origin and discharge, commodity description, units of measurement, weight in metric tons, and name of consignee/ importer. Information can be obtained by requesting the bills of lading for a particular port, a particular item, a particular company, etc. enabling the user to spot trends and competitors.

7) U.S. Markets Primary Wholesale Selling Prices

This data base provides daily wholesale prices on commodities traded on U.S. markets and exchanges. The commodities listed include cotton, grain, dairy products, livestock, poultry, fruits, vegetables, nuts, ornamentals, honey, tobacco, fresh and frozen fish and shellfish, and spices.

Listings are organized by product and market, and contain prices for the different varieties of each article as well as their geographical origin and type of packaging used. Also available is information on market conditions and trends, trading activity, and quantities arrived by air, rail, boat, and truck.

8) U.S. Code of Federal Regulations

The U.S. Code of Federal Regulations is a compilation of all rules published in the *Federal Register* by U.S. executive departments and agencies. By using this data base one can access all the rules and regulations of the U.S. Federal Government that pertain to the importation or exportation of a particular item. After requesting the regulations that pertain to a particular item, one can search for a specific ruling by use of subject/agency index, or request that the system flow through a regulation and stop at a specific word or phrase (much like the Lexus and Westlaw Systems).

9) U.S. Federal Register (Updated Daily)

Instead of researching the latest editions of the *Federal Register* for changes in a specific regulation, this data base allows you to do it at the convenience of your keyboard. Updated daily, it provides the same features as those found in the U.S. Code of Federal Regulations data base.

10) Business Opportunities (Supply and Demand List)

This and the following data base are designed to provide SICE users with a bulletin board to advertise their products, needs, and services. Each ad contains the tariff schedule commodity number, contact person, and name and address of the company that placed the add. Cost of placing an add is $35 per week.

11) Business Opportunities (Supply and Demand Data Entry)

(see above)

12) Special Consultations

Through this data base, users can obtain information on U.S. textile import quotas; U.S. foreign trade congressional legislation updates; listing of fairs and exhibitions; and wholesale prices on chemical and related products, lumber products, and metals.

13) TSUSA-Harmonized Cross Reference Table

This data base is a handy tool for cross referencing an item's tariff schedule commodity number from TSUSA to HS and visa versa.

Accessing the SICE data bank through your own personal computer costs $500 per year, with a $0.67 per minute user fee. A refundable deposit of $3,000 is also required. The only additional charge is for access to maritime bills of lading, which cost $0.08 per record for government agencies and users in Latin America, and $0.12 for private U.S. companies.

For further information on the SICE data bank, contact: Senen Magarinos, SICE Coordinator, General Secretariat of the OAS, 1889 F Street, NW, Washington, DC 20006. Tel: (202) 458-3725. Fax: (202) 458-3967. ❐

OPIC INVESTMENT OPPORTUNITIES

This is the sixth in a series of articles listing investment opportunities in the Caribbean Basin as provided by the Overseas Private Investment Corporation's (OPIC) Opportunity Bank. For a fee of $50, detailed information on up to 10 project listings can be purchased. Please identify the projects requested by the alpha-numeric code listed at the beginning of each project description. To order, send checks or money orders (made payable to OPIC-Opportunity Bank) to the Overseas Private Investment Corporation, P.O. Box 198177, Atlanta, GA 30384. Visa and Mastercard telephone orders are accepted by calling (202) 457-7010 or (800) 424-6742.

St. Lucia

C-0
Real Estate. Firm has three coastal lots for development. Lot sizes range from 27 to 60 acres. Cost is 60 to 85 cents per square foot. Firm is interested in possible joint venture, equity participation, or sale.

C-595
Real Estate. Project sponsor seeks a joint-venture, equity investment

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for the development of a modern resort complex. Firm already has three prospective lots. Firm is also interested in sale of lots.

D-825
Woven Goods. Manufacturer of woven goods (bed linens, sheets, and towels) seeks joint-venture partner who can provide equity investment in the form of machinery, technical assistance, and marketing assistance.

D-898
Electronics Manufacturing Plant. Firm seeks equity investment, contract services, equipment supply, and technical assistance.

Trinidad and Tobago

A-847
Agriculture. Project sponsor seeks U.S. joint-venture partner for the expansion of its agricultural production and processing operation. Partner to provide equity investment, contract services, management, and technical assistance.

A-883
Anthuriums. Firm seeks joint-venture partner for the establishment of a 25-acre anthurium farm. Farm to include a commercial plant tissue culture laboratory for the propagation of anthuriums. A prefeasibility study is available upon request.

A-898
Flowers. Project sponsor seeks contract services and managerial assistance in the marketing of red and pink ginger lilies and pink anthuriums.

A-899
Flowers. Project sponsor seeks U.S. investors for a four-acre orchid farm. Sponsor will provide land, capital, plant, and equipment. A project description and feasibility study are available upon request.

B-941
Chicken Processing. Chicken processing company seeks joint venture partner for a new processing project. Partner is to provide equity investment, contact services, turnkey project, equipment, and technical assistance.

B-1005
Plywood. Project sponsor seeks U.S. investors for the establishment of a plywood production facility. Investors are to supply equity investment and equipment. A feasibility study is available upon request.

B-1021
Milk Processing Plant. Project sponsor seeks U.S. investors for the establishment of a milk processing plant. Sponsor also seeks assistance in establishing a ham and sausage processing plant. A detailed project description is available upon request.

B-1024
Seafood Processing Plant. Firm seeks joint-venture partners for the establishment of a seafood processing plant. Plant is to produce end-products such as salt fish, smoked fish, frozen fish, and dried fish. Partners have to provide equity investment, equipment supply, and technical support. A feasibility study is available upon request.

B-1041
Pepper Sauce. Firm seeks contract services and managerial assistance in marketing its line of pepper sauce and green seasoning.

B-1046
Egg Cartons. Project sponsor seeks U.S. joint-venture partner for the manufacturing of egg trays from wastepaper. Trays are to be exported to the United States under CBI.

C-679
Hotel Development. Firm seeks U.S. investors for the development of an oceanfront hotel. Firm will supply 119 acres of land.

C-690
Hotel Development. Project sponsor seeks equity investment and managerial assistance in the construction of a hotel and theater complex. Sponsor seeks to build three hotels: one 80-room and two 100-room. A feasibility study is available upon request.

D-9
Pump Assembly. An engineering firm seeks equipment supply and technical assistance for the establishment of a pump assembly operation. Types of pumps to be assembled include centrifugal, horizontal, and vertical pumps.

D-10
Automobile Generators. Firm seeks U.S. joint-venture partner for the production of automobile generators. Partner is to provide equity investment, equipment supply, and technical and managerial assistance.

D-11
Dry-Cell Batteries. Firm seeks U.S. joint venture partner for the establishment of a dry-cell battery manufacturing plant. Partner must provide equity investment, equipment supply, and technical and managerial assistance.

D-221
Disposable Diapers. Project sponsor seeks equity partner to establish an adult disposable diaper and underpad manufacturing facility. A feasibility study is available upon request.

D-222
Business Forms. A computer software house seeks U.S. investors for the production of continuous business forms. Investors are to provide equity investment, equipment supply, and technical and technological assistance.

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D-258
Crop Drying. An electrical and instrumentation engineering firm seeks a joint-venture partner for its microprocessor-based control system for crop drying.

OPIC was designed to foster the exchange of investment information between U.S. investors and project sponsors in developing countries. Provision of this data is made solely at the discretion of the registering entity. OPIC does not determine the accuracy or reliability of information submitted, nor does it conduct any independent investigation of potential investor, projects, or the information provided. ❐

REGION BRIEFS

Haiti Obtains Certified Hot Water Treatment Facility

Recently, Haitian Tropical Management (HTM) became the first U.S. firm to purchase a certified hot water treatment facility in Haiti. This makes HTM one of seven plants currently certified by the U.S. Department of Agriculture to treat mangoes and ship them to the United States. Currently, HTM owns 66 hectares of Tommy Atkins Mango Trees, a variety that has yet to be approved by the Agricultural Department for the hot water treatment (at the moment only the Francis variety is eligible). If approval is given, HTM expects to be shipping 200,000 flats of mangos (worth $2 million) to the United States by 1992.

Trinidad Announces Two New Lines of Credit

The Central Bank of Trinidad and Tobago has announced that two lines of credit, one through the Caribbean Development Bank (CDB) and the other through the Venezuelan authority, Finexpo, are being make available to local manufacturers. The credit lines are to assist manufacturers in accessing credit facilities in foreign exchange for imports of raw materials and intermediate goods for final production. CDB and Finexpo will handle all applications. Prospective users are advised that these lines of credit are a mechanism for financing and are not a substitute for, or an alteration of, exchange control guidelines. Therefore, users will be expected to abide by the current general exchange control guidelines.

The $10 million line of credit approved by CDB will be made accessible to export manufacturers who have a local value added in the final product of at least 40 percent. Each approved exporter will be granted a revolving credit line (subject to a maximum of $250,000) that is expected to revolve on the basis of drawdowns for imports and repayments from export proceeds. Imports eligible under this facility are to be sourced from shareholder countries of CDB.

The second line of credit, $3 million, from the Venezuelan Authority Finexpo will be set aside for exports of Venezuelan goods to Trinidad and Tobago importers by the use of credit guarantees by Finexpo to Venezuelan suppliers.

Dominican Republic's Free Trade Zone Bill Becomes Law

After a year of congressional consideration, the free trade zone bill has been approved. The new law authorizes free trade zones to receive all subcomponents duty free from local industries except for sugar, coffee, cocoa, and gold. The law also approves the use of a specialized customs service operated exclusively for the free trade zones and authorizes duty-free privileges for all building materials imported by local firms to supply duty-free zones.

Puerto Rico's Twin Plants Create jobs in the Dominican Republic

According to a recent study by the Puerto Rican Economic Development Administration (Fomento), twin plant operations between Puerto Rico and the Dominican Republic are a $57 million investment. The 38 twin plants employ 2,000 people in Puerto Rico while in the Dominican Republic they employ 8,500. Pharmaceutical operations account for 10 percent of the plants, electronics for 9 percent, and leather goods and textiles for 7 percent each. Fomento's statistics cite 73 twin plants throughout the Caribbean Basin, which employ 13,000 people, and a total investment of $166.8 million.

Jamaica High on Tourism

The year 1989 was a record year for tourist arrivals to Jamaica. Total tourist arrivals for 1989 were 1.15 million, up over 122,000 from 1987. Early indications show that continued growth is expected for 1990, especially with the possibility of establishing direct air links between Jamaica and France.

Colgate-Pamolive Opens New Plant in Panama

Inauguration ceremonies were recently held for Colgate-Palmolive's new detergent plant in Panama. At the event, Colgate-Palmolive's chairman, Reuben Mark, expressed the company's firm commitment to Panama and announced the possibility of installing additional capacity to the

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plant so that it can produce semi-finished goods for export. Following Mr. Mark's speech, Panama's President Endara reaffirmed the government's commitment to private initiative.

Former Administrator of Fomento is appointed Secretary of State

The Government of Puerto Rico recently announced the appointments of Antonio J. Colorado as Secretary of State and Alfredo Salazar as Administrator of the the country's Economic Development Administration (Fomento). Aside from his duties as Secretary of State, Mr. Colorado will retain responsibility of managing 936 fund-related issues and will chair the new Economic Development Coun-cil that will coordinate the activities of several departments and agencies. ❐

UPCOMING EVENTS

Caribbean Expo 90

On April 27-May 6, 1990, the American Embassy in Port-of-Spain, Trinidad and the U.S. Department of Commerce will be participating in Caribbean Expo 90. The event, sponsored by the Export Development Corporation of Trinidad and Tobago, will be an excellent opportunity for U.S. firms interested in doing business in Trinidad. The show is expected to attract 300 exhibitors and over 40,000 visitors. The U.S. pavilion will be approximately 6,000 square feet and will be organized and manned by embassy personnel. Cost for a 15-foot by 15-foot promotional booth is $2,000.

During two days of the Caribbean Expo, May 1-2, the U.S. Department of Commerce, in conjunction with the Development Finance Company Ltd., will be sponsoring a financial workshop, Resource 90, at the Trinidad Hilton.

For more information on both events, contact, Roger Fernandez, U.S. and Foreign Commercial Service, American Embassy, P.O. Box 752, Port-of-Spain, Trinidad. Tel: (809) 622-6371. Fax: (809) 622-9583.

Marketing and Promotion of Tourism Seminar

On May 29-June 8, 1990, the World Trade Institute (WTI) will be holding a seminar entitled, Marketing and Promotion of Tourism, which will be held at WTI's headquarters in New York City. The seminar will focus on what the host country and its tourist industry can do to attract tourists and ensure repeat business. Topics to be discussed include understanding of customer expectations in transportation, accommodations, food, and beverages; how to develop a marketing plan and effectively deliver your message to the target market; how to take advantage of tour wholesales and conventions; and how to establish training programs and set service standards.

Presentations will be given by tourism experts from Sheraton Hotels, Cornell University, and International Destination Marketing, while other leading tourism promotion firms will conduct intensive workshops. Cost is $ 2,500.

For additional information, contact: Vincent Seglior, The World Trade Institute, One World Trade Center, 55th Floor, New York, NY 10048. Tel: (212) 466-3175. Fax: (212) 321-3305.

Seminar on How to Source in the Caribbean Will Preclude this Year's Latin American/ Caribbean Fashion Mart

On May 15, 1990, a seminar entitled, "How to Source Successfully in Latin America" will be held at the Miami Beach Convention Center. The seminar, sponsored by the U.S. Association of Textile and Apparel Importers, the U.S. Department of Commerce, and Denyse and Company, Inc., will offer an indepth look at importing textiles from Latin American and the Caribbean.

Seminar topics will include an introduction to the tariff and quota incentives offered by the Caribbean Basin Initiative, a review of the quota availability in South America and Mexico, transportation alternatives, a review of U.S. Customs procedures necessary to move merchandise in and out of the United States, reports of the various countries and their apparel conditions, and a long-term outlook for sourcing in the area.

Following the seminar will be Denyse and Company's fourth annual Latin American/Caribbean Fashion Mart on May 16-18 at the same location.

For more information on the seminar or the Fashion Mart, contact Denyse and Company, Inc., 6414 Topeka Drive, Reseda, CA 91355. Tel: (818) 881-3051. Fax: (818) 705-1732. ❐

PUBLICATIONS

Caribbean Update. This monthly newsletter reports on business and economic news in the Caribbean and Central America. Each issue provides information on investment opportunities and statistical data on trade, manufacturing, agribusiness and tourism; news of construction projects; conferences; political developments; major loans and grants; and recent business acquisitions that affect the region. Cost is $120 per year for corporations and government agencies; $60 for academics, other individuals, and for additional subscriptions to the

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same organization. For a free sample, contact: Caribbean Update, 52 Maple Avenue, Maplewood, NJ 07040. Tel: (201) 762-1565. Fax: (201) 762-9585.

Investment/Latin America: Manufacturing Sites in the Caribbean and Central America. This report gives a detailed analysis on the production costs of locating in several countries in the Caribbean and Central America. Topics discussed include labor costs trends, labor productivity, infrastructure development, energy cost, tariffs, taxes, and incentives. Cost is $25 per edition, or $225 per year for six bimonthly editions plus four special focus reports. Each additional subscription will cost $50. To order, contact: Consultants' Group/ Latin America, 4260 Chain Bridge Road, Suite A-5, Fairfax, VA 22030.

Political Risk Service 1989-90 Catalog. This catalog offers a range of publications and consulting services. Each report contains an executive summary, background information, an 18-month forecast of international business conditions, and a five-year political and economic forecast. Project-specific consultations also are available. For a free copy of the catalog, contact: Pati Kimball, Political Risk Services, 407 University Avenue, Syracuse, NY 13210. Tel: (315) 472-1224. Fax: (315) 1235.

Caribbean Exporters, Importers and Business Services Directory 1989. This directory includes 392 pages of Caribbean executives: their addresses, and phone numbers, a description of their business activity; companies seeking to export their products; and companies seeking overseas agents and distributors. Cost is $59.95 per copy, add $15 for delivery outside of the continental United States. To order, contact: Caribbean Business Development Group, Inc., 67 Wall Street, Suite 2411, New York, NY 10005. ❐

EXPORT OPPORTUNITIES FOR U.S. COMPANIES

For export opportunities, the U.S. and Foreign Commercial Service (US&FCS) has several programs that can be helpful in developing new markets. For example, the Trade Opportunities Program (TOPS) will provide a custom-tailored list of business leads for a company's products from US&FCS commercial officers around the world. For more information, contact the nearest U.S. Department of Commerce US&FCS district office.

SOURCING OPPORTUNITIES

Offshore Garment Production. Firm seeks contracts with U.S. companies for the production of garments under the 807 program. Contact: Ms. Koreisha Hosein, Chimp's Garment Factory, P.O. Box 3483, La Romain, Trinidad.

Calcium Carbonate. Firm seeks U.S. partner or distributors for its 100-percent pure calcium carbonate. Firm already exports throughout Central America. Contact: Jean Laurore, Sable D'Haiti, S.A., P.O. Box 515, lere Duelle Nazon, Port-au-Prince, Haiti. Tel: (509) 1-52513, or 5-2595. Fax: (509) 1-38113.

Ceramics, Leather, and Textiles. Firm seeks U.S. buyers for its line of ceramic, leather and textile handicrafts. Contact: Erik Stuart Castaneda, Colecciones Maya, 8a. Avenida 29-39, Zona 11, Ganai y Tounson I, 01011 Guatemala, Guatemala. Tel: (502) 2-374-313.

Annatto Seed. Firm seeks U.S. importers for natural color annatto seeds from Guatemala. Contact: Mauricio Rodriguez, Semillas Tropicales, 7a. Avenida 4-49, Zona 4, 01901 Guatemala City, Guatemala. Tel: (502) 2-362-850. Fax: (502) 2- 341-423.

Textiles and Bracelets. Manufacturer of textiles and friendship bracelets seeks to expand market in the United States. Contact: Santiago Ordonez, Fabricante de Pulceras y Ropa Tipica, Santa Catarina Palopo, Solola, Guatemala.

Wooden Doors. Firm seeks regional distributors for its line of mahogany, cedar, and pine doors. Contact: Hector Marroquin, General Manager, Ensambles, S.A., Avenida la Reforma 1-90, Zona 9, Edificio Masval, Of. 802, 01009 Guatemala, Guatemala. Tel: (502) 2-313-649, or 2-313-272. Fax: (502) 2-313649.

Handloomed Garments. Company seeks U.S. buyers for its line of handloomed garments and accessories. Company can export in large and small amounts, as well as reproduce custom designs. Contact: Mynor Garzona, Reinga, 3a Calle 32-11, Zona 11, Utatlan II, 01011 Guatemala, Guatemala. Tel: (502) 2-949745, Fax: (502) 2-365-151.

Wicker. Firm seeks U.S. buyers for its line of wicker furniture, baskets, accessories, and paper bags. Contact: Victoria Cabrera, Importadora y Exportadora Atitlan, 2a Calle A 11-66, Zona 15 Colonia Tecun Uman, 01015 Guatemala, Guatemala. Tel: (502) 2-690-619.

Jackets and Embroidered Frames. Manufacturer of jackets and embroidered frames seeks new markets in the United States. Contact: Felisa Yoc Yool, 5a Avenida 1-31, Zona 3, Chimaltenango, Guatemala.

100-Percent Cotton Fabric. Firm seeks new markets for its 100-per-

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cent cotton fabric. Firm is also interested in drawback arrangement. Contact: Oscar Torres, Intero, S.A., P.O. Box 52-6150, Miami, FL 33152, or Apatado Postal 33, 01901 Guatemala, Guatemala. Tel: (502) 2-352589. Fax: (502) 2-252485.

Handicraft Accessories and Wooden Products. Firm produces a variety of handicraft accessories and wood products. Contact: Carlos Garin, Representaciones C.G.M. de Guatemala, 14 Calle 5-10, Zona 9, 01009 Guatemala, Guatemala. Tel: (502) 2-323927. Fax: (502) 2-321-061.

Polyester Buttons and Accessories. Firm seeks importers of polyester button and typical accessories for shirts. Contact: Basilio Arrendondo, Fabrica de Botones del Valle, Avenida Petapa 41-06, Zona 12, 01012 Guatemala, Guatemala. Tel: (502) 2-761-060. Fax: (502) 2-766-850

Flowers. Firm seeks importers of flowers. Firm offers several varieties of roses, including Samantha, Bridal Pink, Gonia Gala, and more. Contact: Otto Diaz, Granja Las Margaritas, 43 Avenida 3-21, Zona 7, Col. Lomas del Rodeo, 01007 Guatemala, Guatemala. Tel: (502) 2-362-219

Roasted Coffee. Firm seeks U.S. partner for a coffee roasting facility. Facility is to be located in free zone. Contact: Klaus Wagner, Gremial de Industria Torrefactora de Cafe, Ruta 6 9-21, Zona 4, Nivel 12, Edificio Camara de Industria, 010004 Guatemala, Guatemala. Tel: (502) 2-340-849. Fax: (502) 2-341-090.

Honey, Pineapple, and Coffee. Firm seeks new markets for its honey, pineapple, coffee, and other agricultural products. Contact: Myriam Arrega de Alvarado, Cocede, S.A., 20 Calle 4-53, Zona 10, Edificio Marbella, 9o. Nivel, 01010 Guatemala, Guatemala. Tel: (502) 2-371-817, or 2-370-668.

Typewriter Ribbons. Company seeks buyers for its line of typewriter ribbons. Contact: Douglas Castaneda, Mecanografica, S.A., 20 Calle 10-36, Zona 1, 01001 Guatemala, Guatemala. Tel: (502) 2-516-845, or 2-533-683. Fax: (502) 2-534-073.

Cosmetics. Local manufacturer seeks to expand market. Products include nail polish, lipstick, etc. Contact: Juan Carlos Barillas, Inteco, Avenida petapa 42-85, Zona 12, P.O. Box 950-A, 01909 Guatemala, Guatemala.: (502) 2-761-590, or 2-760-505. Fax: (502) 2-767-175.

Agricultural Produce. Firm seeks U.S. distributors for its line of products, which includes thyme, escallion, yams, cocoes, dasheen, canned juices, coffee, and citrus.

Hair Pins and Scouring Pads. Company seeks buyers and distributors for its steel and copper wire hair pins, hair clips, and scouring pads. Contact: Roberto Nasser, Metal Convertidora, S.A. de C.V., P.O. Box 1448, San Pedro Sula, Honduras. Tel: (504) 577-071. Fax: (504) 534-922.

Novelty Items. Company seeks importers and distributors for its products, which include hammocks, wooden wall decorations, and leather handbags. Contact: Rene Arturo Villalta, ASFOEXAS, Avenida Bernal No. 16E, Col. Moramonte, San Salvador, El Salvador. Tel: (503) 26-9788. Fax: (503) 23-1933.

Handicrafts. Company seeks new markets in the United States for its dolls and bay rum. Firm is willing to source and supply goods from throughout the Caribbean and South America. Contact: Anthony Webb, Universal Merchants, #8 Prince of Wales, St. San Fernando, Trinidad. Tel: (809) 657-2141, or 5544.

Furniture Components. This furniture manufacturer seeks contracts with U.S. importers. Contact: O.T. Nayers, Finishing and Furnishing, Corner of Tyrrel and McCoy Streets, Kingstown, St. Vincent. Tel: (809) 457-2206. Fax: (809) 457-2505.

Furniture Components. Firms seeks contracts with U.S. importers. Contact: Herbert Duncan, Duncan Furnishing Industry, P.O. Box 1338, Kingston, St. Vincent. Tel: (809) 458-7378.

Publishing. Firm can produce camera-ready 300 dot-per-inch page proofs and Macintosh diskette with typeset pagemaker file from manuscripts or typescripts. Turn around for 200 pages is 10 weeks (shipping included). Firm can also publish paperbacks. Contact: Gordon Forte, Demerara Publishers Ltd., Avenue of the Republic, George-town, Guyana. Tel: (592) 2-52656.

Commemorative Plaques. Firm seeks U.S. distributor for its quality hand-painted commemorative plaques. Designs can be drawn from any photograph or logo. Photographic samples are available. Plaques are produced by disabled war veterans. Contact: David Weisenfeld, Asociacion Cooperativa de Productos Artesanales, Calle San Antonio Abad, Pasaje Valdivieso No. 10, San Salvador, El Salvador. Tel: (503) 74-3443.

Antique Bottles and Coins, Artifacts, and Wicker Furniture. Firm seeks U.S. markets for antique bottles and coins, artifacts, and wicker furniture. Contact: Michael Goring, 2272 Flying Fish Street, North Ruimveldt, George-town, Guyana. Tel: (592) 2-69830.

Nibbi, Tibisiri, and Wicker Furniture. Businessman is seek-

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ing U.S. buyers for all types of nibbi, tibisiri, and wicker works, including baskets, hammocks, floor mats, furniture, and wall decorations. Contact: Jishnu Misor, Cinderella Craft, 158 Regent Road, Georgetown, Guyana. Tel: (592) 2-69839.

Metal Furniture. Firm seeks U.S. buyers of metal office furniture. Product line includes desks, chairs, file cabinets, wastebaskets, computer tables, and paper trays. Contact: Mirta de la Cuesta Diaz, Metalin, S.A., P.O. Box 3090-1000, San Jose, Costa Rica. Tel: (506) 39-01-54. Fax: (506) 39-13-36.

Yucca Elephanteasis (Izote). Company can supply two containers per month of yucca elephanteasis. Contact: Nicolas Maloff, NORHAM-CHAM, Dept. 518, P.O. Box 52-6450, Miami, FL 33152-6450. Tel: (504) 57-4994, or 57-5656. Fax: (504) 52-2438, or 57-3912.

Loofa. Firm seeks U.S. importers of loofa. It will supply to buyer's specifications. Contact: NORHAM-CHAM, Dept. 518, P.O. Box 52-6450, Miami, FL 33152-6450. Tel: (504) 57-4994, or 57-5656. Fax: (504) 52-2438, or 57-3912.

EXPORT OPPORTUNITIES FOR CARIBBEAN BASIN COMPANIES

Apparel. Large U.S. retailer seeks agency or trading company to source quality apparel merchandise from the Caribbean Basin. Products sought include pants, dress and casual shirts, and knitwear. Firm must be knowledgable in all aspects of sourcing, including providing U.S. fabric, cutting, assembly, trimming, knowledge of quotas, duties, inspection procedures, and shipping procedures. Contact: Rudy Shephard, Fred Meyer Inc., P.O. Box 42121, Portland, OR 97242. Tel: (503) 233-4355. Fax: (503) 233-6303.

Calabash. U.S. firm seeks sources for cleaned, dried, blemish-free calabash. Sizes should range from 12-21 inches with the largest quantity falling in the range of 14-18 inches in diameter. Buyer will discuss further specifications related to cutting and drying with prospecitve suppliers. Contact: Kathleen Herman, Island Imports, 1091 Cascade Avenue, SW, Atlanta, GA 30311. Tel: (404) 752-6811.

Exotic Cut Flowers and Tropical Foliage. U.S. importer-wholesaler seeks suppliers of multi-hued, top-quality gingers, heliconia, anthuriums, and colorful foliage, as well as suppliers of plant cuttings. Contact: Deborah Allen, Exotic Delights, 2401 Westridge, No. 1902, Houston, TX 77059. Tel: (713) 664-2602. Fax: (713) 660-8862.

Jewelry and Handicrafts. U.S. company seeks suppliers of amber and larimar jewelry. Suppliers must provide catalogs, price lists, photographs or illustrations, and response time. Contact: Jim Hatcher, Jimports, P.O. Box 189, Prospect, KY 40059. Tel: (502) 228-1842.

T-Shirts. U.S. wholesale company seeks supplier of 100 percent and 50-50 cotton T-shirts. It also is interested in a joint venture with a manufacturer. Company will provide equity capital. Contact: Pat Slack, Omni International Trading Group, Inc., 6811 Old Caton Road, No. 2402, Ridgeland, MS 39157. Tel: (601) 957-0525. Fax: (601) 956-8934.

Handicrafts and Household Items. Firm seeks sources of Central American and Caribbean handicrafts. It is particularly interested in rugs, carved masks, carved animals, textiles with native patterns, household items, and Christmas ornaments. Contact: Patrick Whalen, Mundo Trading, P.O. Box 721013, Houston, TX 77272. Tel: (713) 771-0532. Tel:(713) 527-8579.

Plastic Fashion Chains. U.S. designer seeks supplier of lightweight, brightly colored, plastic chains. Contact: Dror Zipken, Dizzy Fashions, Inc., 110 West Palisades Blvd., Palisades Park, NJ 07650. Tel: (201) 461-4004. Fax: (201) 461-7170.

Scrap Metal. U.S. firm seeks sources of ferrous and nonferrous scrap from the Caribbean Basin. It will purchase prepared or unprepared scrap, including junk automobiles in volume amounts. Firm also can provide ocean transportation. It also is interested in plant demolition and ship wrecking. Contact: Louis Zadnichek II, Louis Zadnichek and Company, P.O. Box 138, Fairhope, AL 36533. Tel: (205) 433-1610. Fax: (205) 433-5519.

INVESTMENT OPPORTUNITIES FOR U.S. COMPANIES

Women's and Children's Garments. Company seeks U.S. firms interested in offshore 807 contracting. Company is currently a subcontractor of sleepwear. Contact: Kelvin Ho Hing, Wilsibo Fashions Ltd., 13 Mucurapo Road, St. James, Trinidad. Tel: (809) 622-4220.

Men's and Children's Garments. Firm seeks 807 contracts. Firm has 50 sewing machines and can manufacture 2,000 trousers, 5,000 blouses, and 3,000 shirts per month. It also manufactures hospital accessories. Contact: Albert Espes, Manuhaiti, 67 Bd J.J. Dessalines,

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P.O. Box 1676, Port-au-Prince, Haiti. Tel: (509) 13-27-52. Fax: (509) 13-27-54.

807 Opportunity. Firm is offering its sewing operation for drawback to interested parties. Contact: Lourdes de Marves, Textiles Unique, S.A., 16 Calle 2-70, Zona 1, 01001 Guatemala, Guatemala: (502) 2-29976. Fax: (502) 2-693-339.

807 Opportunity. Firm is offering its sewing operation for drawback to interested parties. Contact: Ignacio Gonzalez, Igma de Guatemala, S.A., 34 Avenida A 7-94, Zona 7, Tikal II, 01007 Guatemala, Guatemala. Tel: (502) 2-941-848, or 2-913-382. Fax: (502) 2-346-995.

807 Opportunity. Firm is offering its sewing operation for drawback to interested parties. Contact: Zoila Vasaquez Rojas, Fabrica de Guantes y Uniformes Industriales, 6A. Avenida 12-29, Zona 18, Colomia Atlantida, 01018 Guatemala, Guatemala. Tel: (502) 2-560-405.

Ceramic Floor Tiles. Firm seeks U.S. investors for the development of a ceramic floor tile plant in Curacao. The tiles are to be exported to the U.S. market under CBI regulations. Raw material deposits are available locally. A prefeasibility study is available. Total investment is estimated at $5.8 million. Interested investors, preferably with production know-how and marketing experience in the U.S. market, are requested to contact: Leopold Rigaud, Curacao Industrial and International Trade Development Company, Kandhuis Koningsplein, Emancipatie Boulevard 7, Curacao, Netherlands Antilles. Tel:(599) 9- 76000. Fax: (599) 9-371336.

Electrical Stoves. Firm seeks joint venture with a U.S. company to design and produce small electric household appliances and stoves for sale in newly electrified areas of Honduras and possible export them to the rest of the region. Contact: Jorge Gomez Andino, Labhospy, S.A., Apartado Postal 822, Tegucigalpa, Honduras. Tel: (504) 37-5567. Fax: (504) 22-2342.

Villanueva Industrial Park Buildings. The Villanueva Industrial Park is one of several new industrial parks being developed in Honduras. As an incentive to investors, the builders of the park have announced an offer to sell the first 24 buildings at the official exchange rate. After these buildings are sold, all additional buildings will be rented. For more information, contact: Porter Clary, Commercial Officer, U.S. Embassy, Avenido La Paz, Tegucigalpa, Honduras. Tel: (504) 32-3120. Fax: (504) 32-0027.

Building Products/Furniture Manufacturing. Industrial park developer seeks investors for an offshore manufacturing operation geared to supplying Dominican-made building products, furniture, and decorating accessories to the construction industry in the U.S. and CARICOM markets. Contact: Maria Mora, Cupido Realty CxA, Avenida 27 Febrero, No. 411, Santo Domingo, Dominican Republic. Fax: (809) 566-3241.

Industrial Park/Airport Hotel. Property owner seeks equity investors and technical expertise for the development/management of a 50-acre industrial park featuring an airport hotel with convention facilities. Sponsor will provide land; investor must supply capital, financing, and management. Contact: Maria Mora, Cupido Realty C and A, Avenida 27 Febrero, No. 411, Santo Domingo, Dominican Republic. Fax: (809) 566-3241.

Tourism Center. Firm seeks joint-venture partners for the development of a tourism center and resort in Dominica. Partner is to provide equity financing. Contact: Victor Riviere, Riviere Resources Ltd., P.O. Box 54, Roseau, Dominica. Tel: (809) 44-88333. Fax: (809) 44-81111.

Hotel, Resort, Restaurant, and Bar. Firm seeks joint-venture partner for a 30-cabana resort with restaurant and bar located on the oceanfront near Sarteneja, Belize. Contact: Earl Gilbrech, 1236 E. Northern Avenue, Phoenix, AZ 85020. Tel: (602) 870-0000. Fax: (602) 995-4182.

Data Entry. Firm seeks contracts with large U.S. companies. It will consider a joint venture. Contact: Juan Carlos Garillas, Inteco, Avenida Petapa 42-85, Zona 12 P.O. Box 950-A 01909 Guatemala, Guatemala. Tel: (502) 2-761-590. Fax: (502) 2-767-175.

Electronic Assembly. Firm seeks joint-venture partner to manufacture electronic components, cables, and printed circuit boards. Firm will provide building and qualified labor force. Contact: Rodolphe Placide, Advanced Mechanical Works, 171 Reu Du Magasin De L'etat, Port-au-Prince, Haiti. Tel:(509) 1-20762. Fax: (509) 1-20762.

Software Development. Firm seeks U.S. companies or contractors seeking software development services. Firm can process in both Spanish and English. It also seeks to establish an electronic assembly operation. Contact: Eider Bosch, Soluciones, Apartado Postal 55-H, Guatemala, Guatemala. Tel: (502) 2-716-274. Fax:(502) 2-340-177.

Software Development. The Government of Trinidad is seeking U.S. investors interested in joint ventures with private sector investors to assist in the development of the country's computer software industry. Contact: Robert Nunes, Industrial Development

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Corporation, 10-12 Independence Square, Port-of-Spain, Trinidad. Tel: (809) 623-7291. Fax: (809) 625-9124.

Cargo Transportation. Caribbean firm seeks to lease an offshore tug approximately 70-85 feet long and 1,500-2,000 horsepower. It also seeks a one deck barge that is 170-200 feet long and is certified for carrying 1,500-2,000 tons of cargo. Requirement is immediate; please send Fax response. Contact: Steve Thomas, Caribbean Trade Consultants, 325 Broadway, Suite 305, New York, NY 10007. Tel: (212) 349-0561. Fax: (212) 587-0675.

Gold Recovery. Firm seeks joint-venture partners for the establishment of a modern gold recovery plant. System to be used is a modified placer gold recovery system that cuts operating cost. Contact: Fernando Nietzen, Tropi-Ciclo, S.A., P.O. Bos 538, Moravia, Costa Rica. Tel: (506) 359-331.

Investment Promotion Magazine. Editors of a recreational property magazine specializing in the Dominican Republic seek joint-venture partners to sponsor and distribute special overseas convention issues or to create similar, country-specific publications for other Caribbean islands. Contact: Luis Savinon, REA Associates, P.O. Box 25108, Santo Domingo, Dominican Republic. Tel: (809) 533-6669. Fax: (809) 686-3606.

INVESTMENT OPPORTUNITIES FOR CARIBBEAN BASIN COMPANIES

Concrete Floating Docks. U.S. firm seeks to license manfacturing and marketing rights for a glass-fiber reinforced concrete floating dock system. Contact: G. Fortman, Rock Dock International, Inc., 1023 2nd Street SW, Mason City, Iowa. Tel: (515) 424-0301. Fax: (515) 424-8103.

Frozen Food Processing Plant. Firm seeks buyer for an eight-year-old frozen food plant. Plant can process a variety of fruits and vegetables such as cassava, bodi ochroes, mango, pigeon peas, and french fries. Plant consists of 10,000 square foot factory and an additional 8,000 square feet of packaging area on 70,000 square feet of land. Firm will consider a joint venture. Partner is to provide equity and expertise. Contact: Jeffrey Johnson, C.A.L. Lashley Company, 25/27 McDonald Street, Woodbrook, Trinidad. Tel: (809) 625-1472.

Timber Joint Venture. U.S. firm seeks investor for hardwood lumber project. Firm has concession to 400,000 acres of Guyanese forest. It will need to import tractors, sawmill, bandsaw, etc. Total investment estimated at $2 million. Forest has many types of hardwoods, including brown and yellow silverballi, cedar, crabwood, locust, and wallara. Contact: Andrew Hooper, 374 Republic Park, Peter's Hall, East Bank Demerara, Guyana. Tel: (592) 2-58987.

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NOTICE: To list your company in the CBI Business Bulletin, complete the form below and mail to : Editor, CBI Business Bulletin: U.S. Department of Commerce, Room H-3203, Washington, DC 20230

Company Name: _____

Address: _____

Telephone: ( ) _____

Telex/Fax: _____

Contact Person/Title: _____

Product: _____

Proposal: _____

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Rotary Circular Kilns. Firm will design and install custom turnkey plant and provide training. Contact: Angus Garfield, Protrade International, 20 West Street, Suite 31, Portland, ME 04102. Tel: (207) 879-1922. Fax: (207) 773-2428.

CONSULTING, FINANCIAL SERVICES, ETC.

Trading Specialist. Firm specializes in sourcing buyers of agricultural products. Contact: Donald Whitehorn, Agra International Inc., 337 W. 30th Street, No. 8B, New York, NY 10001.

Translation Services. Firm performs translations, typesetting, printing, and telemarketing in all major languages. It also seeks new partners and associates. Contact: J.B. Cancino, Language Bank International, P.O. Box 11152, Jacksonville, FL 32239. Tel: (904) 399-1639. Fax: (904) 398-7991.

Financial Services. Investor seeks to invest in hotels, condominiums, or land loans. Contact: Conward Financial and Investments, Box 250, 8167 Vineyard 53, Rancho Cucamonga, CA 91730. Tel: (714) 980-3639. Fax: (714) 983-3288.

Seafood Distributor. Firm processes and distributes seafood products. Current items include lobster, shrimp, conch, oyster, crawfish, and crabs. Contact: Nestor Navarro, Nesnic Group, 316 Miracle Mile, Coral Gables, FL 33134. Tel: (305) 444-2775. Fax: (305) 448-2558.

Commodity Trading Company. Firm seeks to represent manufactures and suppliers of commodities such as corn, sugar, cobalt, gold, silver, etc. Contact: Dr. Rogers,

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CBI EVENTS CALENDAR

DATE	EVENT	LOCATION	CONTACT
3/14-22	Shrimp Processing and Marketing Course	Orlando, FL Boston, MA	Martha Pennell Pragma Corporation (703) 237-9303
3/15	Trade & Investment Opportunities in the Eastern Caribbean	Smithfield, Rhode Island	Kathleen Tuit Eastern Caribbean Investment Promotion Service (202) 659-8659
3/19-30	Investment Promotion Seminar	NewYork, New York	Vincent Seglior World Trade Institute (212) 466-3175
3/20-21	Caribbean Exhibition and Business Conference 1990	New York, New York	Roy Hastic Caribbean/American Chamber of Commere and Industry (718) 834-4544
3/27-30	Export Expo '90	Seattle, Washington	U.S. Small Business Administration (800) 368-5855
3/28-29	3rd Annual Executive Briefing on Telematics and Informatics, Caribbean and Latin American Markets	Miami, Florida	Latcom Incorporated (305) 446-5150
3/28-31	Apparel Show of the Americas	Miami Beach, Florida	Betty Webb Bobbin Bhenheim, Inc. (800) 845-8820
4/2-13	Export Market Entry Strategies Seminar	New York, New York	Vincent Seglior World Trade Institute (212) 466-3175
4/8-12	Trade Mission to the Dominican Republic	Dominican Republic	Wildo Rodriguez Puerto Rico Commerce Dept. (809) 721-3290
4/21-22	South Florida Landscape Trade Show	Miami, Florida	FNGA (305) 235-2035
4/27-5/6	Caribbean Expo '90	Port of Spain, Trinidad and Tobago	Trinidad and Tobago Export Development Corporation (809) 623-6022
4/30-5/11	Airport Management Seminar	New York, New York	Vincent Seglior World Trade Institute (212) 466-3175
5/16-18	Latin American/Caribbean Fashion Mart	Miami, Florida	Denyse & Company (818) 705-1732

Lackawanna Plaza Inc., 22 Lackawanna Plaza, Montclair, NJ 07042. Tel: (201) 509-0555. Fax: (201) 509-0552.

Export Trading Company. Firm specializes in toiletries and cosmetics. Contact: Maureen Edozie, ESI Enterprises, 27 Roslin Street, Boston, MA 02124-3645. Tel: (617) 282-2373. Fax: (617) 638-8076.

Information Service. Firm specializes in sourcing market studies. Contact: K. Moriarty, Information Services Worldwide, 424 West Commonwealth, Suite 145-CBI, Fullerton, CA 92632. Tel: (714) 871-3879.

Customs Broker. Firm will perform all the necessary paperwork for clients seeking to import perishables (fish, fruits, vegetables, etc.) into the United States from the Port of Miami. Contact: Marilin Larken, South Florida Customs Brokers Inc., P.O. Box 528052, Miami, FL 33152. Tel: (305) 883-5449. Fax: (305) 883-5542.

Market Development Services. Firm provides international market development assistance for new and existing products and services. It also locates distributors and sales agents in most countries. Contact: Precision Business Intelligence. Tel: (601) 264-9678.

Managerial and Business Consultant. Firm performs managerial advisory services, market research, accessing investors and sources of funding, and technical assistance and training. Contact: Garth Rose, Watson and Company Consulting Services, 20401 NW 2nd Avenue, Suite 300, Miami, FL 33169. Tel: (305) 653-9250. Fax: (305) 654-7751.

Consultant. Firm specializes in marketing and distribution of fruits, vegetables, and seafood to the United States and Canada. Services include development of marketing strategies, quality and packing standards, and timing and field training. Contact: Michael Borugh, American Import Management, Inc., 6851 Yumuri Street, Suite 9, Coral Gables, FL 33146. Tel: (305) 666-3987. Fax: (305) 666-4078.

Consultant. Firm has 47 years of experience in travel arrangements, expositions, trade fairs, exhibitions, conferences, sales and product presentations, holiday and group handling, site selection, and catering. Contact: J. Walker Owens, Owens and Associates, 44190 Tahoe Circle, Indian Wells, CA 92210. Tel: (619) 341-7933.

Consultant. Firm, formerly part of Sear's World Trade, preforms market research and active business promotion. Firm has experience promoting furniture, processed foods, and cigars in Honduras, Belize, Haiti, and Panama. Contact: Richard Koskella, IPAC Incorporated, 450 5th Street, NW, Washington DC 20001. Tel: (202) 626-1300. Fax: (202) 626-1321.

Consultant. Firm seeks to represent Trinidadian companies and their products in southern California. Contact: Phillip Thackorie, Thackorie International, 1420 Rialto Street, Oxnard, CA 93035. Tel: (805) 985-1537. Fax: (805) 483-1867.

Consultant. Firm specializes in finding agents, representatives, and distributors for U.S. manufacturers (industrial products only). Contact: Norman Bailey, Latin American Trading and Consultant Company, 1856 San Marco Blvd., Jacksonville, FL 32207. Tel: (904) 398-5691. Fax: (904) 396-1596.

Consultant. Firm provides assistance to companies desiring to relocate 807 cutting rooms to Hialeah, Miami area. Services include warehouse rentals and sales, land purchasing, build to suit, remodeling, as well as architectural and industrial engineering for initial cutting room set up and sewing facilities. Contact: Hidegarde Leschhorn, Global Investment Properties, Inc., 100 NW Douglas Road, Suite 204, Miami, FL 33125. Tel: (305) 642-4230. Fax: (305) 642-9740.

Consulting. College offers assistance in introducing new, nontraditional products into the U.S. market, developing joint ventures between North American businesses and firms in the Caribbean, and international business training for companies new to global trading. College will also develop international business curriculum for individual firms, trade associations, or other colleges and universities. Contact: Tom Snyder, Coastline Community College, World Trade Center Institute, 11460 Warner Avenue, Fountain Valley, CA 92708. Tel: (714) 759-5404.

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